



AN CUONG WOOD – WORKING JSC ACG

IR PRESENTATION
Q2 2023

Disclaimer

This publication is for information purposes only. It is no offer or invitation by An Cuong Wood - Working JSC (thereafter referred to as "An Cuong" or "the Company") or any of its affiliates to buy or sell any securities. Referrals to historical performance do not necessarily guarantee positive developments in the future. Opinions which are stated in this Presentation are the opinions of the IR Department at the time of printing and they may be updated, amended, supplemented from time to time without notice. The information contained has been obtained from, and any opinions herein are based upon sources which are generally believed to be reliable, however, it involves significant elements of subjective judgment and analysis which may or may not be correct. The Company makes no representations or warranties, express or implied, as to the accuracy or completeness of the information contained in this Presentation and nothing herein is, or shall be relied upon as, a representation or warranty with respect to past or future facts or results. In other words, the Company does not guarantee (either expressly or implicitly) that it is accurate or complete.

We understand that you have sufficient knowledge, experience and professional advice to make your own evaluation of the benefit and risks of a transaction of this type and you are not only relying on the Company for information. You will be responsible for conducting your own independent analysis in making an investment decision regarding the Company. The Company does not accept any liability whatsoever for direct or consequential losses or damages that may arise from the use of information contained in this Presentation.

1

Business Performance



Consolidated Results Q2 2023

Net Revenue

VNDbn **968**

▼ -8.6% YOY

Q2 2022: VNDbn 1,059

Gross Profit

VNDbn **280**

▼ -9.1% YOY

Q2 2022: VNDbn 308

Net Profit

VNDbn **109**

▼ -31.7% YOY

Q2 2022: VNDbn 159

Total Assets

VNDbn **5,238**

▼ -4.2% YTD

Owners' Equity

VNDbn **4,007**

▲ 2.4% YTD

Consolidated Results 1H 2023

Net Revenue

VNDbn **1,648**

▼ -13.9% YOY

1H 2022: VNDbn 1,915

Gross Profit

VNDbn **470**

▼ -15.9% YOY

1H 2022: VNDbn 559

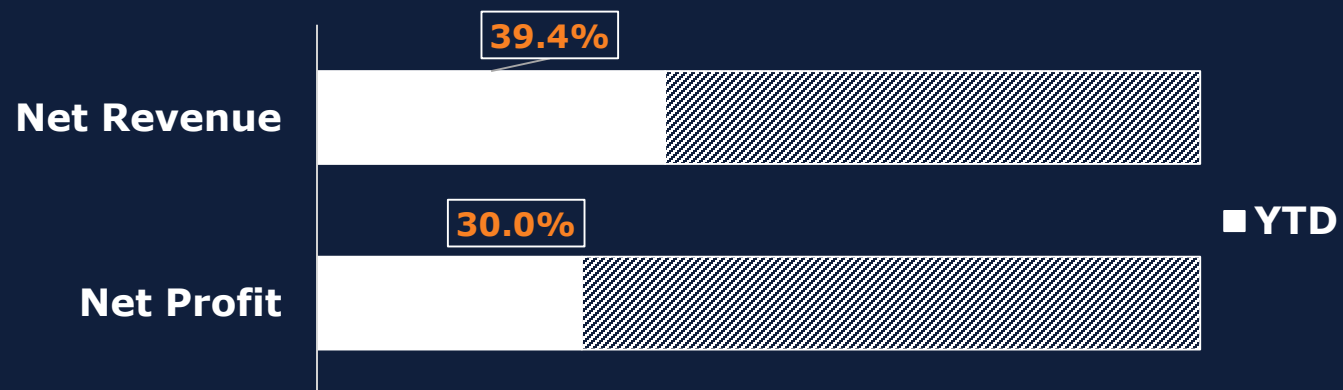
Net Profit

VNDbn **145**

▼ -48.0% YOY

1H 2022: VNDbn 279

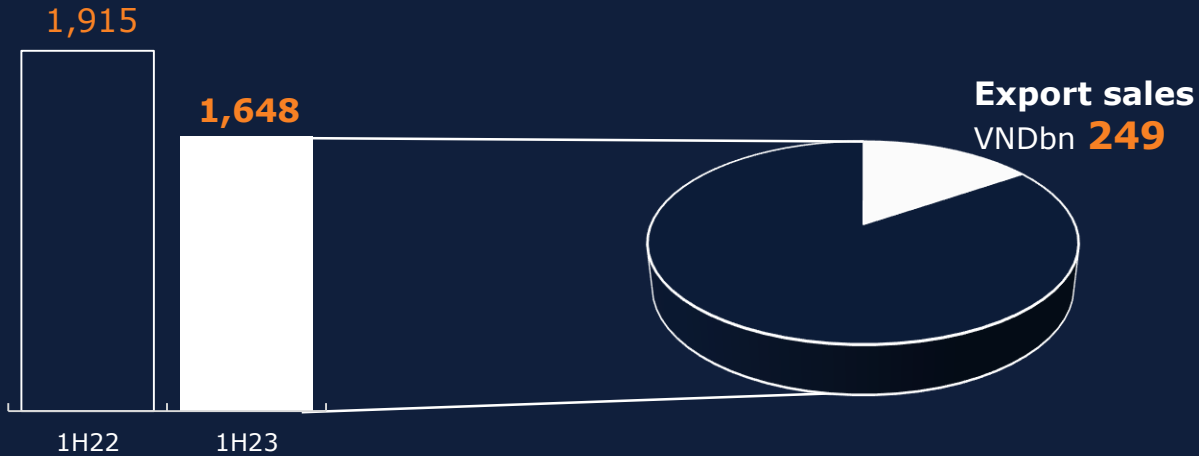
% Completion of FY guidance (*)



(*) Revised Plan

Net Revenue

In VNDbn

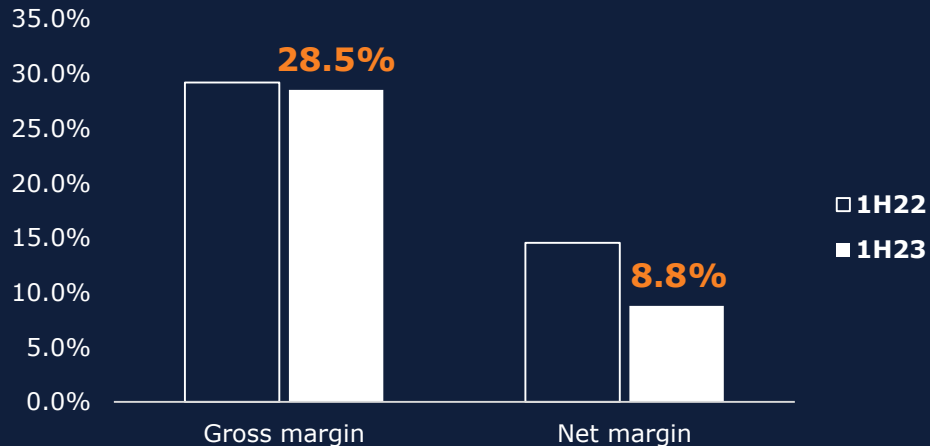


For Q2, net revenue has showed signs of recovery in both domestic and export markets compared to the first quarter. However the figure still posted year-on-year decrease due to weak consumption demand.

Gross margin was stable at around 29% as the Company implemented some adjustments in production.

In domestic market, intensive expansion plan of distribution network coupled with launch of new products resulted in higher SG&A expenses, significantly affecting the bottom line.

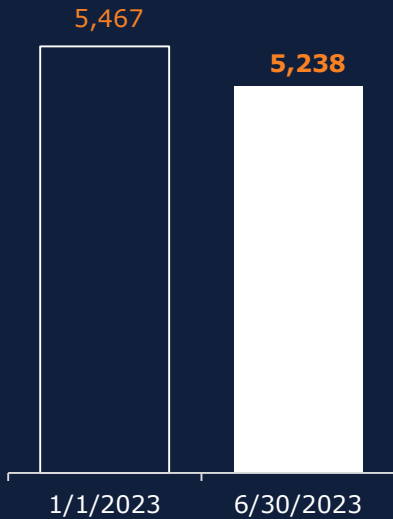
Profit margins



Balance Sheet

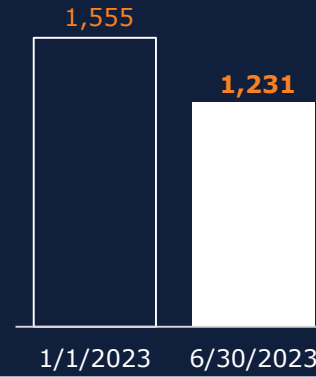
In VNDbn

Total Assets



Total assets decreased by VND 292 billion year-to-date, mainly due to significant amount of cash utilized for operating expenses.

Liabilities



Liabilities reduced by VND 324 bil during the last 6 months when the Company paid down short term borrowings.

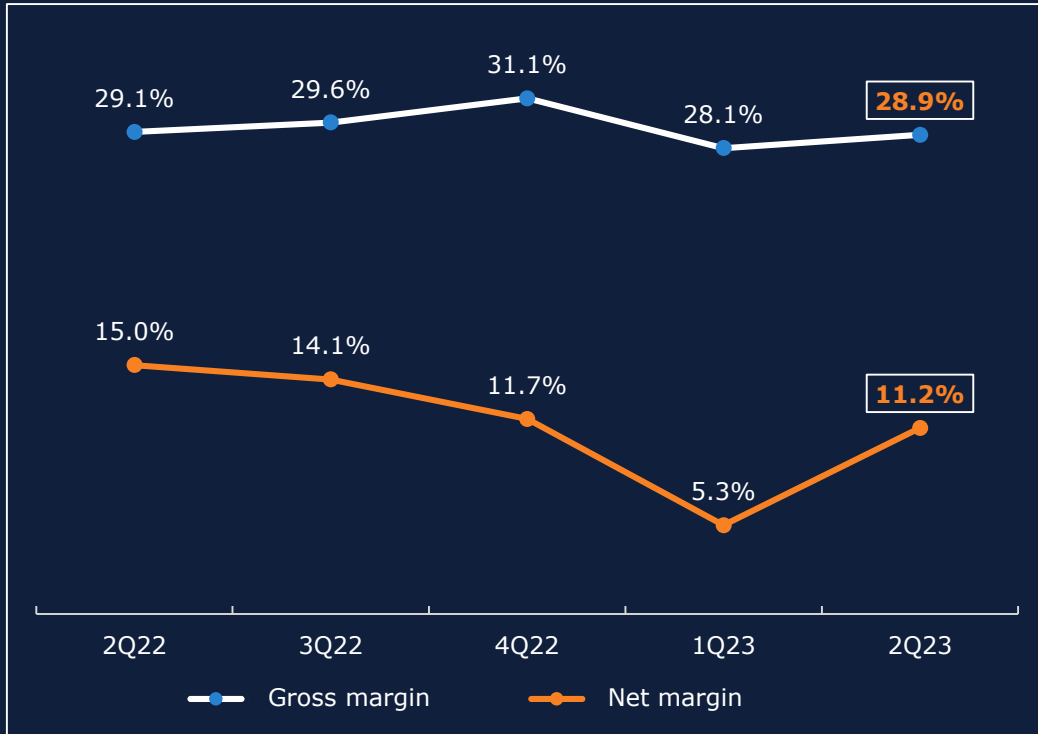
Owners' Equity



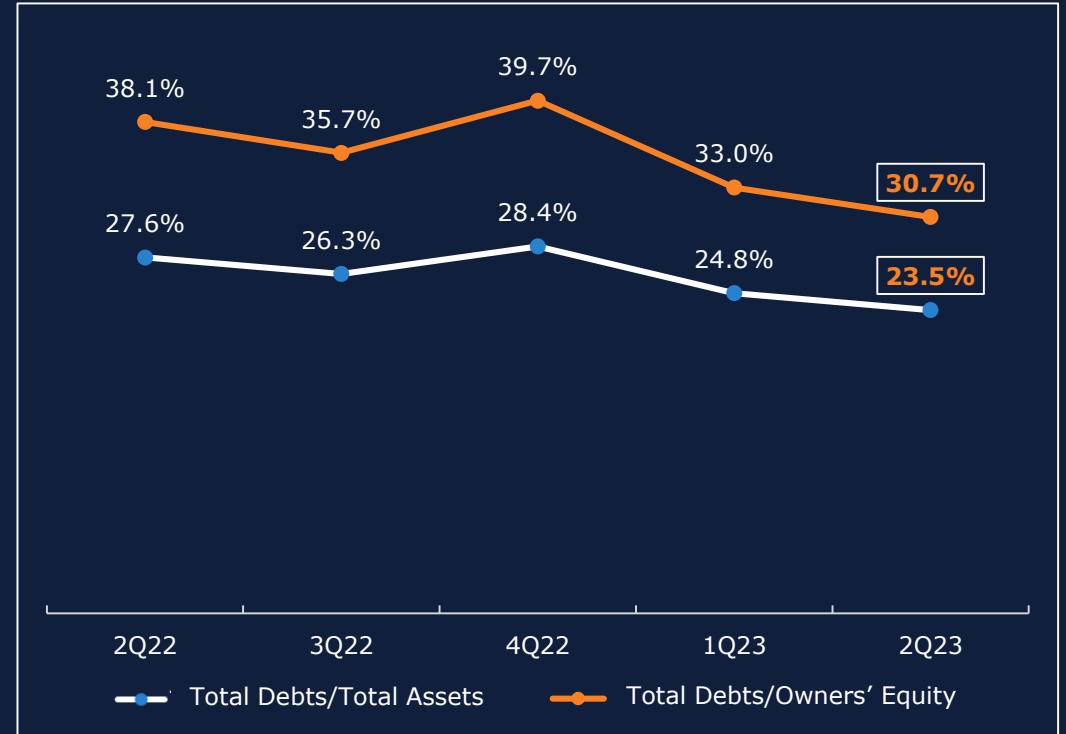
Owners' Equity increased slightly as a result of accumulated profit during the period.

Key Financial Indicators

Profit Margins (%)



Leverage Ratio (%)



2

Key Activities

87 [Converted]-01.png



Update on distribution network expansion plan

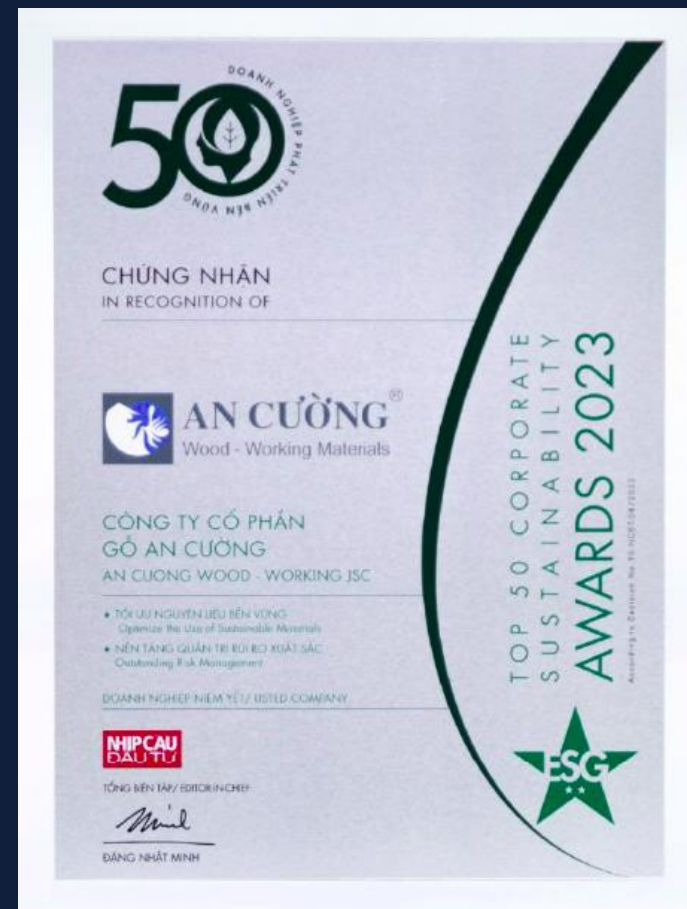
In Q2, in spite of weak demand in domestic market, An Cuong's distribution network kept expanding in order to strengthen market presence of An Cuong brand as well as to quickly capture the opportunity when the market recovers. Accordingly, as at end of June 2023, with 120 locations, An Cuong has covered 58/63 cities and provinces in Vietnam, including 16 showrooms owned and operated by An Cuong.



An Cuong honoured with multiple awards

 TOP 10 CÔNG TY VẬT LIỆU XÂY DỰNG NĂM 2023	
	CÔNG TY CỔ PHẦN TẬP ĐOÀN HÒA PHÁT
	CÔNG TY CỔ PHẦN VICOSTONE
	TỔNG CÔNG TY VIGLACERA - CTCP
	CÔNG TY CỔ PHẦN TẬP ĐOÀN HOA SEN
	CÔNG TY CỔ PHẦN GỖ AN CƯỜNG
	CÔNG TY CỔ PHẦN NHỰA THIẾU NIÊN TIẾN PHONG
	CÔNG TY CỔ PHẦN NHỰA BÌNH MINH
	CÔNG TY CỔ PHẦN XI MĂNG VICEM HÀ TIẾN
	CÔNG TY TNHH SIAM CITY CEMENT (VIỆT NAM)
	CÔNG TY CỔ PHẦN EUROWINDOW

Top 10 prestigious Companies in Building Materials sector



Corporate Sustainability Award



Thank you

Investor Relations Department

702/1K Su Van Hanh Street, District 10, HCMC

Mr Vi Nguy

Investor Relations Director

M (84) 909 626 516

E ir@ancuong.com